

**UNITED STATES DEPARTMENT OF AGRICULTURE**

Farm Service Agency

P.O. Box 2415

Washington, DC 20013-2415

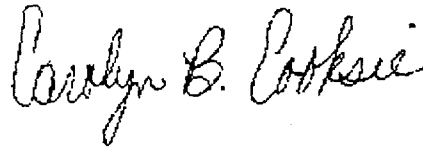
**Notice FC-83**

1951-A

**For:** State Offices

**FY 1997 Performance Goals for Farm Credit Programs**

**Approved by:** Deputy Administrator, Farm Credit Programs



**1 Overview**

**A**

**Background**

Farm Credit Programs provide assistance to eligible individuals and families in becoming successful farmers and ranchers through supervised credit, outreach, and technical assistance.

Program goals are an important tool in accomplishing the Agency's mission and focusing effort on activities that will result in accomplishing objectives set forth in the Agency's Strategic Plan. Accomplishment of program goals improves the success of our borrowers and reduces program costs while helping to strengthen the family farm.

**B**

**Objectives**

The primary objectives of Farm Credit Programs are as follows:

- increase the number of operations remaining economically viable
- reduce losses in the loan programs
- make the most efficient use of available financial, human, and technological resources
- maximize financial and technical assistance to traditionally underserved groups.

**Approval Date**

October 1, 1997

**Distribution**

State Offices

## Notice FC-83

### 2 Performance Goals

---

#### A Loan Making Goals

Following are the National Loan Making goals.

| Number | Goal   |
|--------|--|
| 1      | Reduce first year delinquency rates on both new and restructured loans by 6 percent. |
| 2      | Increase the percentage of guaranteed loans made to direct borrowers by 6 percent.   |
| 3      | Increase the number of loans made to members of targeted groups by 20 percent.       |
| 4      | Reduce direct and guaranteed loan processing times by 5 percent.                     |

**Note:** These are National goal percentages. State Offices will receive individual goals based on last FY's performance. Each State's goals were weighted, based on the size of their respective programs, such as, volume of loans, restructures, applications, etc., to ensure that the National goal was achievable. State goal packages consisting of goal sheets on Loan Making and Servicing will be mailed to each State Office.

---

#### B Loan Servicing Goals

Following are the National loan servicing goals.

| Number | Goal   |
|--------|--|
| 1      | Reduce direct loan delinquent dollars by 6 percent.                                |
| 2      | Reduce dollar loss rate on direct loans by 7 percent.                              |
| 3      | Prevent dollar guaranteed loss rate from increasing from FY 1996 levels.           |
| 4      | Process 80 percent of requests for primary loan servicing within 60 calendar days. |

**Note:** To achieve the National goal, each State has a separate target. States with the highest servicing problems will be required to show the greatest improvement while States with the lowest amount of problems will be encouraged not to go above their current rates.

---

Continued on the next page

## Notice FC-83

### 2 Performance Goals (Continued)

---

- C**  
**Measuring Goal Accomplishments**
- The National Office shall measure all goal accomplishments using the following:
- Executive Information Service (EIS) for most goals
  - FOCUS ad hoc reports
  - Finance Office reports.
- 

- D**  
**State Responses**
- Each State will have an opportunity to respond to its proposed goals. States will have 2 weeks from the date of this notice to request goal changes. State Offices shall send the following to DAFCP, through the Area Office:
- a copy of the goal sheet with their proposed goal and justification for each change written in the appropriate place on the goal sheet
  - only those goal sheets in which a goal change is requested.
- 

### 3 Action

---

- A**  
**Action**
- States will use EIS, FOCUS ad hoc reports, and Finance Office reports to monitor their goals.
- 

- B**  
**Contact**
- Questions on the Farm Credit Program Performance Goals or goal accomplishment measurement may be directed, through the Area Office, to:
- Kathleen Miller for Loan Making goals
  - Jim Gatliff for Loan Servicing goals.
-